

Message Text

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PAGE 01 NEW DE 11374 040829Z

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ACTION NEA-10

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-07 FRB-03

INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03 SP-02

CIEP-01 LAB-04 SIL-01 OMB-01 PA-01 PRS-01 /055 W

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R 040638Z AUG 76

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 7516

LIMITED OFFICIAL USE NEW DELHI 11374

FOLLOWING TEL BOMBAY 1980 DTD 29 JUL 76 RCVD NEW DELHI
BEING REPEATED TO YOU. QUOTE

LIMITED OFFICIAL USE BOMBAY 1980

EO 11652: NA

TAGS: EAIR IN

SUBJ: AIRCRAFT PURCHASE

1. JUNE 29TH ISSUE OF BOMBAY EDITION OF INDIAN EXPRESS CARRIES AN ARTICLE UNDER NEW DELHI DATELINE ON PAGE 4 WHICH IS HEADLINED "BAC VS FOKKER TO SNATCH IA DEAL," BUT WHICH ALSO NOTES THAT BOEING IS IN RUNNING FOR THIS BUSINESS. ARTICLE NOTES THAT IN PAST WEEK BOEING HAS PUT IN AN OFFER OF PLANES WHICH ARE CLAIMED TO MEET THE SHORT HAUL, SHORT FIELD REQUIREMENT FOR THIS PROCUREMENT. ACTUALLY THE NEW ENGINES AND THE ADDITION OF LOWER PRESSURE TIRES SIMPLY ENHANCE A CAPABILITY ALREADY POSSESSED BY 737'S. NEVERTHELESS THIS PUBLICITY IS SIGNIFICANT BECAUSE IT IS FIRST TIME THAT CONGEN HAS NOTED A PRESS REPORT INDICATING THAT BOEING IS AN ACTIVE AND FEARED COMPETITOR FOR THIS PROCUREMENT. CONGEN BELIEVES IT IMPORTANT THAT SUCH INFORMATION ON 737'S CAPABILITIES FOR HIGH TEMPERATURE, HIGH ALTITUDE SHORT HAUL, POOR SURFACE OPERATIONS BE MORE WIDELY KNOWN IN BUSINESS, FINANCIAL AND OFFICIAL CIRCLES. OTHERWISE PROPONENTS OF BOEING PROCUREMENT BY INDIAN AIRLINES WILL BE CONSTANTLY IN DEFENSIVE IN
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EXPLAINING THAT BOEING CAN DO EVERYTHING THE BAC111 AND F28 CAN

DO, BUT DO IT BETTER AND CHEAPER. THIS ESPECIALLY IMPORTANT
AT A TIME WHEN THERE IS PROCLIVITY TO BELIEVE THAT MANY US SALES
OF AIRCRAFT ARE ACCOMPLISHED THROUGH SUB ROSA METHODS INSTEAD OF
ON TECHNICAL MERITS OF OUR AIRCRAFT. CONGEN HAS OFTEN STRESSED
TO LOCAL BOEING REPS IN RECENT MONTHS THE NEED TO COUNTERACT THE
SPURIOUS PRESS STORIES UNDOUBTEDLY INSPIRED BY BOEING'S COMPETITORS
THAT ARE DESIGNED TO OBFUSCATE TECHNICAL SUPERIORITY OF 737 OVER
ITS EUROPEAN COMPETITORS.
COURTNEY

UNQUOTE
SAXBE

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